

1657 Clarkson St.
Denver, Colorado
January 26, 1924⁵

Dear Doctor Charlie:

I wish I could have dropped in for the Noise.

The four songbooks have come. The commission is fine and I shall go after the Spanish teachers here.

Seventy-five cents for an hour's steady work is not exorbitant. It would mean \$150 for 25 days of 8 full hours each; \$150 a month is not such an awful salary for eight solid hours a day--in most offices some time is wasted. Of course this kind of work does not require a first-class stenographer and you could get it done at a much lower price the hour, but I thought that after making allowance for the difference in rate of working and in conscience the total cost would be but little less. I make this explanation because I do not want you to suspect I was trying to hold you up. You know best, and if you can't afford it, that settles that.

As to your plan, I should be glad to gamble on sending out 500 circulars.

But I do not think it would do to use my name and address. I am unknown and I could not expect any one to trust me with \$1.50; I would have to do a credit business and that I am not willing to do. I would want to use your envelopes, and the orders would go to you as usual. By stamping "Teacher of _____" on the order blank, and by your keeping in mind the states I circularize, I do not think you could often fail to give me credit when due. You would have the bookkeeping to do, and you would have to watch for re-orders.

Jan 26, 1925

It would be a nuisance, and on so small a job as 500 I should think you would prefer to do the circularizing yourself. Why not put 500 teachers ahead of "Who's Who?"

Even though the "copy" for the circular comes this week, I shall not do anything until I hear from you in answer to this letter. If you still want me to circularize, and I may use your name and address, send me all the correspondence, because a number stated that if we would write again after January 1 they would send us a directory, and I would write for those at once so that in case you later should decide to circularize further we would not have to wait for names.

Lovingly yours

Edna

P.S.: This typewriter is here.

Feb. 3,
19 25.

Beloved Chipmunk:

I wish you could! The "Noise" would have been even better.

Glad you are going after the Spanish teachers in your parish.

Of course you know that I didn't for a moment think you were "trying to hold me up". I recognize your point of view, which is perfectly legitimate; my own is based not on my estimates of worth, but on my realization of means. And I think I am probably right even from the market standpoint. Circularization requires nothing except proper direction and reasonable conscience. It is better to have it done perfectly; but that, nowadays, carries it out of its purely mechanical classification into the expert realm where it doesn't belong and cannot afford to strut; and Mrs. Bedle has sent off the "literature" to 137 Music AND Spanish teachers in W. Va., and 33 ditto in Md.-- in each case all that the state catalogues list. We have stopped here, until I decide what to proffer you. And for that, I shall have to look over the lists we have, and find out what states or territories you could most advantageously administer. Then; if you still wish, I will send you your correspondence with State Supts. and the necessary stationery and stamps to try 500 of them. But this is really only in line with my 30-year policy of patronizing Home Industry. If it will help you to fill in chinks of time to your advantage, I will be mighty glad. *in 2 days*

Of course you are quite right about using my envelopes and having the orders come to me. The credits would be easily adjusted by the locality, as you would have a definitely assigned territory.

I think that is that.

Otherwise, everything sailing here about as usual-- very much like the frog in the well that jumped up a foot at night and fell back a foot by day.

With love and all good wishes.